

Message Text

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FM SECSTATE WASHDC

TO AMEMBASSY KHARTOUM

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E.O. 11652: N/A

TAGS: BGEN SU

SUBJ: FRENCH OIL MILL MACHINERY COMPANY

REF: USDOC 17724; KHARTOUM 2735

1. SUBJECT INFORMED COMMERCE THAT TWO MILLION DOLLAR EQUIPMENT SALE TO OASIS OIL COMPANY WILL BE FINALIZED WITH BUYER AGREEING TO PROVIDE ADDITIONAL 100,000 SUDANESE POUNDS FOR FURTHER INTERNAL PROMOTION AND DEVELOPMENT EXPENSES. ADDITIONAL CONTRACTS PENDING WITH GOS IMPORT LICENSES DUE THIS WEEK ARE FOR THREE MILLION DOLLARS SALE TO OMAN EL TAKA AND 1,500,000 ORDER FROM NATIONAL OIL COMPANY OF SUDAN.

2. FOMM PROPOSES TO ASK MANAGING DIRECTOR L. FATIH OF OASIS TO ARRANGE RECEPTION AT AMERICAN CLUB IN KHARTOUM FOR EITHER FEB. 23 OR 24 WITH SUBJECT'S REPRESENTATION TO INCLUDE MR./MRS. ALFREDO W. FRENCH JR. (PRESIDENT); MR./MRS. DEAN BREDESON (INTERNATIONAL VICE-PRESIDENT); AND A. ZERIHUN (REGIONAL SALES REP). GUESTS TO BE INVITED WOULD INCLUDE APPROPRIATE GOVERNMENT OFFICIALS AND KEY MANAGEMENT PERSONNEL FROM PROSPECTIVE PURCHASER ENTERPRISES IN SUDAN.

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FOMM WISHES TO BE INFORMED ASAP WHETHER AMBASSADOR BREWER

AND E/C OFFICER GERLACH WILL ACCEPT INVITATIONS, AND WHETHER EMBASSY HAS ANY SUGGESTIONS ON HANDLING OF RECEPTION AND

SCOPE OF GUEST LIST. VISITING GROUP WOULD TRAVEL BY AIR, ARRIVING PRIOR 2/23. LOCAL ARRANGEMENTS THEREFORE BEING LEFT PRIMARILY IN HANDS OF FATIH UNLESS POST RECOMMENDS ADVANCE ARRIVAL OF ZERIHUN TO ASSIST.

3. SUBJECT POINTS OUT THAT SALE MADE AND THOSE PENDING ARE MAJOR BREAKTHROUGH FOR U.S. SUPPLIER IN COMPETITION WITH KRUPP FROM GERMANY AND ROSEDOWN OF U.K., WITH EXPANDED MARKET POTENTIAL OF 15/20 MILLION DOLLARS. FOMM THEREFORE HOPES FOR MISSION'S FURTHER SUPPORT IN ITS CONTINUED SELLING EFFORTS.

4. TWO PENDING SALES TO EL TAKA AND NATIONAL OIL WILL REQUIRE BANK FINANCING, WITH EXIM LOAN LIMITATION OF 500,000/1,000,000 REPORTEDLY APPLICABLE IN SUDAN. FOMM'S FINANCIAL VICE PRESIDENT, WILLIAM BAIR WILL EITHER ACCOMPANY OR FOLLOW GROUP LISTED IN PARA 2 TO EXPLORE AVAILABILITY OF COMMERCIAL BANK FINANCING IN REGION, AND AFTER OBTAINING ALL AVAILABLE INFORMATION FROM NAMED BUYERS AND THEIR LOCAL BANKERS, WILL APPRECIATE ANY SUGGESTIONS EMBASSY MAY HAVE AS TO FINANCING SOURCES IN AREA WHICH HAVE SHOWN INTEREST IN SUDANESE INDUSTRIAL EXPANSION.

5. DECONTROLLED ON RECEIPT. KISSINGER

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